A Dozen Concerns in This Country Capable of Building the Panama Canal Singly, and With Their Own Resources, To -Great Enterprises in Every Part of the Globe Carried On From New York -Armies of Workmen Employed-Alliance of the Engineer and the Banker.

When it was planned to dig the Panama Canal by contract and the bids were opened was disclosed that they were made by avadicates of contractors. It was supposed that at last there was a contracting job too

big for any one concern. will surprise most folks to know that there are ten or a dozen contracting concerns in this country which they were unhampered by present contract obligations could easily undertake that work. It is simply a question of financal and engineering organization. A dozen concerns in this country have such organizations not only perfected but in

For example, there is one engineering and construction company in New York headed by a man who has been out of college only twenty years and who has been in business for himself for only fifteen years that has at present under construction in various parts of the world, in Europe, Asia. South America, Australasia and North America, no less than 110 projects whose total cost will range from \$75,000,000 to \$50,000,000. That concern employs more than 50,000 workmen of various kinds.

It has more than 1,000 engineers, electrical mechanical, civil, hydraulic, on its pay roll. For its operations it requires a capital of

its work is split up among four large companies, but it is really one concern. In this city it uses three entire floors of one of the largest buildings for the office force of the American company alone. It was in one of the Panama Canal contracting syndicates simply because it has too much to do at present to undertake such a work alone.

Such a concern not only digs canals builds railroads, erects and constructs great lighting plants, puts up big office uildings, but also operates railroad and lighting enterprises, some of which it builds itself and some of which it simply runs for the real owners. Its operations go into every field of engineering and contracting and its field is the globe.

Had it not been that this concern was engaged in great engineering enterprises the Philippines it is doubtful if the ordinary citizen would ever know it was in existence. The fact that it can engage in such enormous undertakings and yet escape general notice is simply another evidence of the greatness of New York city where thousands of concerns may assemble the elements of skill, brains, energy and capital for all sorts of great undertakings without attracting attention.

THE BANKER BEHIND THE CONTRACTOR.

With the development of engineering and construction ability there has come in recent years an evolution in the force behind great private and public undertakings. Scarcely a dozen years ago such work involved almost exclusively intricate problems of engineering.

The engineer used to be the real man be hind the contractor. The contractor hired the skill of the engineer and made his estimates accordingly.

Then the time came when the engineer became the contractor or his partner. The great operations of the last dozen years in all parts of the globe soon required that another man be taken into the firm. He was the banker and he is now practically the head of the concern.

It is a question whether the stage of business development has not been nearly reached where the carrying out of great enterprises is really a part of the banking business. Under cover it is practically so now for many banking houses.

One of the great contractors of this country said the other day in speaking of the evolution of his business:

"A big contracting concern nowadays must have the same kind of board of directors as any great banking concern and these directors must be drawn from the same sources; must, in fact, be the same men. In fact, things have got to such a point in finance in this and other countries hat the banker can no longer remain in business without the engineer.

'Aside from investments in mortgages and Government, State and municipal securities, the great money accumulations are going into enterprises whose value depends upon the engineering and construction skill of contractors. Railroads, mining, irrigation, building, water and lighting enterprises are floated and maintained by capital through the bankers. Their development and paying ability depend upon the engineer.

The banking business has come to mean that the banker must have his engineering contractor at his elbow all the time, and for that reason every large contracting firm has on its board of directors bankers rather than engineers."

When the contract for the New York subway was given to one man, John B. McDonald, there was general surprise that any individual could undertake an enterprise costing \$35,000,000. It was supposed at first that he represented a combination of contractors, men who had the facilities to undertake jobs of from \$1,000,000 to \$5,000,000 or so

Indeed, he did let out the job to subcontractors, but it soon became apparent that the digging of the subway was more a matter of finance than of engineering, for soon the Belmont syndicate underwrote the enterprise and Mr. McDonald became a sort of head for the digging

When the great contracts for the Pennaylvania Railroad river tunnels and the improvements for the New York Central were given out the public learned that there were individual contracting firms and companies that were able not only to do the

construction work but the financial work as well. The bankers had become silent partners in vast engineering projects. A great English contracting concern, Pearson & Co., got one of the tunnel jobs under the East River. An American concern, O Rourke & Co., got the heavy part of the rest of the work.

When the contracts for the construction of a complete steam railroad system 400 miles long for the Insular Gavernment in the Philippines in the islands of Panay, Negros and Cebu and for a fifty mile electric ailroad and a lighting system in Manila were given out they went to a New York firm, J. G. White & Co. The total value of

the contracts was about \$16,000,000. It wasn't necessary for the concern to go hunting around for capital after it got the contracts or even before, when it seemed to have a chance to get the work. All that had been arranged for in the formation of the company, for representatives of half a dozen banking houses were among its

Having money at its command was as

much a part of the preparation for work of hese big contracting concerns as having shovels and locomotives and dredges with which to do construction work. Indeed, providing what might be called the ways and means committee is now the first essential of the organization of any contracting

WORK THAT ONE CONCERN IS NOW DOING.

To illustrate the extent and variety of the asks in which some of these great engineering companies are concerned one has simply to mention a few of the contracts that the White company, for example, is now completing. It is building a thirty mile, high speed railway system at Alton, Ill., for a traction company.

It has the construction of harbor works mile long at Cebu, Philippine Islands. It is electrifying forty miles of an interurban railroad between Des Moines and Fort Dodge, Ia.

It is reconstructing the railway and lighting properties in Rock Island, Moline, Ill. and Davenport. Ia., all of which constitute what is known as the Tri-City system. It is extending and unifying the railway. gas and electric lighting properties of eastern Pennsylvania in Schuykill county, which involves the construction of twenty miles of new railroads and the remodelling of the power distribution system.

It is building a great power house in Washington. It is building a high speed, rock ballasted interurban line fifty-four miles long connecting Buffalo, Lockport and Rochester. It has a dozen minor operations in other parts of the country beside its contracts in the Philippines.

The Canadian branch of the company is building an office building and large terminal station in Hamilton, Ont. It is constructing a sewerage system for the city of Edmonton. It is building a bank building at St. John and another at Saskatoon,

It is building a theatre in Winnipeg In Montreal it is building a race course a great power house, a large warehouse putting in the electric power for the Soulanges Canal and the Montreal Light. Heat and Power Company. It is also building a large apartment house in the same city.

In England the same concern, known there as the Waring White Company, Limited, is engaged in fully \$10,000,000 worth of building operations. Among them are the Waldorf and Ritz hotels, each of which will cost nearly \$1,500,000. It is building a large department store there, of which J. H. Burnham of Chicago is the architect and which is designed to be "the best and the most completely equipped structure of the kind in the world.

It is building the Cotton Exchange in London at a cost of something like a million. It is building the Town Hall of Lancaster. It is constructing an office building for the London Post. It is putting up other office buildings.

Still another of these companies, known as the J. G. White & Co., Limited, of London is at work in all parts of the globe. In Amsterdam it is constructing and equipping a high speed electric railroad thirty miles long. In Auckland, New Zealand, it is building one thirty miles long. In Belfast it is doing a similar work.

In Bombay it is building forty-four mile of tramways. In Buenos Ayres it is constructing many miles of steam and electric railroads. It is building an electric road in Caracas. It is building a power plant in Kalgoorlie, West Australia, and a tramway system in Melbourne. A similar enterprise is being constructed in Para, Brazil. A dozen such tramway systems are being put in various cities of Great Britain.

In addition to all these the company operating lighting works in Helena, Mont., lighting and power works in Porto Rico, railroads in eastern Pennsylvania, lighting works in Monterey, besides electrical works in Maine, Michigan, Long Island and Iowa. The contracts that have been mentioned are only a small part of the work that is going on. Several scores of smaller enterprises are being carried out by the

The White company is only one of the large organizations of capital and engineering skill. The MacArthur Bros. of Chicago is another firm in the same class. It was in the MacArthur-Gillespie combination that bid on the Panama Canal.

It is engaged in large steam railroad enterprises. The Arnold Company of Chicago is another. Westinghouse, Church, Kerr & Co. of this city is another similar concern, but it confines its operations chiefly to electrical work in all parts of the world.

The Atlantic, Gulf and Pacific Company, with headquarters in San Francisco, is another great concern, as are O'Rourke & Co., who are doing the great tunnel work for the Pennsylvania and making the improve ments for the New York Central's New York terminal. Half a dozen other similar firms might be named.

ORGANIZATION OF SUCH CONCERNS

The effectiveness of one of these concerns depends entirely upon its organization. Each is divided into three great departments for working efficiency, the engineering and constructing, the financial and the operating department.

Take the engineering department. It is in a typical example, subdivided into five engineering bureaus, named the civil, mechanical, electrical, hydraulic and street railway bureaus. In addition there is a purchasing department which acts for each of these bureaus and also acts indepen-

dently. It obtains supplies of all kinds, from dredges, locomotives, dynamos down to stationery. Each of these bureaus has its chief engineer and staff of assistants, whose number varies according to the work in

The financial department is comparable to the financial department of a life insurance company. It has high officials and low. The directors of the company rep-

resent largely great banking houses. They seek the contracting concern as an outlet for their investments. Loans have to be made and bonds floated. A complicated

system of accounting must be maintained. Heavy payrolls must be looked out for. Checks and balances must be provided. Adjustments of capital must be made from

time to time. Frequently the contracting company becomes so confident of the ultimate success of some operation that it puts up part of the capital itself. It takes bonds and its profits go into industrial enterprises as well

as into banks. The investment of its securities and the twisting and turning to get the most out of the money involved and the payments on work present nice problems in finance and accounting, and call for the employment of high priced experts.

The operating department calls for the employment of men who are competent to run railroads, light and power companies, water works, with an efficiency that the actual owners could not display. The benefit of large experience and of the successful overcoming of difficulties in operating all kinds of mechanical plants is secured in

HOW BIDS ARE PREPARED. When one of these contracting companies decides to bid on a contract the matter is referred at first to an expert engineer or a board of engineers. Each

goes into the most complete details of his part of the work and has drawings and COURTS BUILDING. estimates made A report is then made to a higher board

and the work is gone all over for the purposes of verification. Then comes a final conference with the various heads of the establishment, after which the matter est C.iminal to the Sister of Charity. goes to the board of directors for approva g. disapproval. By the time all this supervision is completed any great error in place for them."

as the result of the work. If the company secures the contract the plant manager is sent for. He is told to prepare so many locomotives, dredges derricks, shovels, dynamos and tools of all kinds. The plant of one of these concerns runs as high as \$1,000,000 in value.

estimating is discovered and it is made

reasonably sure that a profit will accrue

It has to be scattered all over the globe and the manager's business is to provide himself with assistants that will prevent waste and loss. The manager must also be ready to purchase new material at the shortest notice and to know where he can get the best and cheapest material in the long run. He must renew parts of the plant from time to time and must know what to discard.

SELECTION OF ENGINEERS.

When the plant manager gets to work the engineers who are to stay with the job are selected. Here again a nice problem presents itself.

Not only is it necessary to know the exact qualifications of every engineer in the employ of the concern, but it is necessary to know those who are employed elsewhere. To this end a big concern keeps an elaborat index of all good engineers it knows of, whether they are working for others or simply have applied for work. When a new engineer applies for work

he is required to write out his record and to give references. Then he has a conference with the head or an assistant of the em ployment bureau. These men write out a report of their im pressions of the man and his qualifications.

Letters are then sent to his references, and the answers are considered confidential. These answers are filed with the other documents under a card system which tells at s glance who the man is, what he has done and what he can probably do. The answers to the letters are also digested

an engineer is collected, of the details of which he himself is hardly aware. When the White company got its Philippine contracts it needed fifty engineers of experience and adapted to tropical work. It had the names of not less than 8,000 en-

and as a result a mass of information about

gineers on its books. The officials began to winnow them out. In less than sixty days it had assembled its force of engineers, and the managers of the company were confident that they were the best that could have been found in this country.

DEMAND FOR ENGINEERS.

A client of one of these concerns asked recently if in making the charge for sending an engineer to examine and report on some enterprise it was not necessary to include the cost of idleness on the part of the engineer when not working. The reply was that no good engineer in this country was idle at present, and therefore no such

charge could be included. So great is the demand for engineers of various kinds by the great contracting firms that they keep track of all the bright men in the colleges who are studying engineering. They know the names of these men and their qualifications. It is part of the employment bureau's work

data. Often men are sent to the colleges inspect the youths and their work. The result is that when a bright lad graduates there is a job waiting for him.

He gets from \$800 to \$1,200 for the first rear. In five years his salary runs up to from \$3,500 to \$5,000. After that if he gets any more pay it must be by recognition of his superior ability. He may rise to be another Wallace or

Stevens and get from \$35,000 to \$50,000 a year, or more, or he may become the chief engineer of some great railroad. There are hundreds of high salaries for engineers in the country and the way to get them is to go to the front in one of the great contracting concerns.

THE "TROUBLE MAN" OF THE CONCERN

Of course the head of one of these concerns cannot have intimate personal knowledge of all the operations that his company is conducting. The great problems and the great results alone reach him. He is largely what is known as a "Trouble Man."

With work that is running smoothly he has little concern. Let something come up involving loss or a change in administration. and the head of the concern gives his attention to that and helps to solve the diffi-

He is the stimulating force in the outfit the organizer, the man who has designed the big machine and sees that it runs smoothly. The rest takes care of itself. So much is going on in industrial development the world over just now that these concerns rarely have to look around for

new work. It comes to them largely by process of gravitation. Men and companies for whom a concerhas worked bring new business to it all the time. Enterprises come to them through their financial affiliations.

Then they keep track of all the great projects that are contemplated and they are ready with information for immediate action when bids are desired. A great mass of material as to cost and supplies is collected and large measures of economy are easily put in force. They are ready to take any job from \$10,000 to \$100,000,000.

The benefit of experience in collecting varied information shows itself especially in the operation of plants by the contractors. A trained man is put at the head of the

enterprise. His work is inspected by travelling engineers and once in so often he reports in person at the home office for the purpose of conference. He finds at the home office the details of the way difficulties similar to his have been overcome in other places and he gets the benefit of all the organization's experience.

A competent engineer of local experience could not have this information. In this way many non-paying enterprises are set on their feet quickly.

Trolley systems that have not paid are reorganized. Waterworks and gas plants are made more efficient, and as a result dividends begin to be paid. There are scores of such instances all going to demonstrate the value of cooperation and wide experience.

Outside of half a dozen great railroad systems in the world it is doubtful if any other business enterprises have so large and well organized a force of men and so elaborate a system of business as these contracting concerns, the names of some of which are practically unknown to the average citizen.

PICTURES FROM THE CRIMINAL

THE SUM, SUNDAY, MARCH 10, 190%

Everybody Gets There Some Time, You Are Told-Certainly Every Type Is Represented in the Crowd. From the Low-

"If you want to see types, this is the

The speaker stood in a corridor of the Criminal Courts Building, the big pile which takes up the block squared by Frankin, White, Centre and Lafayette streets. His companion was an artist who was seeking ideas for his pen and brush.

They had been standing there hour, and during that time they had seen representatives of every segment of the community, good and bad. But that was not all. They had also observed in that short time men from other parts of the orld, from across the seas.

For everybody gets to the Criminal Courts Building some time or another, in one way or another. It is a big building and its activities are many.

In it are the Coroner's offices, a police court, the Court of Special Sessions where esser criminals are tried: the four parts of General Sessions, where criminals of all degrees fight for liberty; a branch of the character.

There is the Grand Jury and the District Attorney's office-probably the biggest machine for prosecuting criminals anywhere

n the world. The big and little lawyers come to this building, according to the importance of the case; the big and little criminals get there, attracting attention as befits magnitude of their crimes; serving on juries are men whose names count for much in their business and social spheres. The politician, the city official, the person who has a wrong to be righted and a desire to punish the wrongdoer make their daily pilgrimages. And then, from all over the country and from Europe appears the visitor

who is studying our institutions. The doors of the building open early and by 10 o'clock or a little later everything is in full swing. The army of employees straggles in followed by the more distinguished ornaments of the building-Judges, boss clerks, Coroners, the District Attorney and his assistants. But before them are sharp eyed, shifty looking individuals, runners for lawyers and steerers for bondsmen who ply their business around the police court.

Rapidly the corridors become clogged and the court rooms jammed. All that is necessary is to find a standing place and

the parade passes. A somewhat meek, sedate elderly man with a peculiar twist to his eye dodges into one of the courts. He is no stranger, and he is sized up by a dozen or more square toed, heavy set men hanging around the court door. They are detectives-"bulls" and they had recognized a pickpocket marching in to be tried.

An opening is made in the crowd and a Judge, in robes, hurries into the court room. The white haired, white whiskered, pink cheeked man has presided at many famous trials, and he is recognized at once.

In his wake a tired, worn out man, of perhaps 60, feebly pushes aside a man here and a woman there to get into the same court. No one steps aside for him, no one greets him. It is not until he gets to the door tender, an old timer, that his way is made easier.

For the doortender remembers when lane was made through the crowd for that in his robes. Then he was a Judge, known throughout the State, but irregular habits and carelessness made him lose his grip: now he lives on petty cases, cases which he would have ignored years ago. A kind faced, motherly looking woman

with a boy in curls and knickers tugging at her hand, is passed along to the court room door. She and the boy look out of place. They belong at the fireside, not here in the court room.

The court officers know her, for she has been there before. She wants to see an Assistant District Attorney, and you find out who she is. Her husband is a mining swindler, a pal of Larry Summerfield, wire tapper," and he is in jail.

He hasn't been there very long, but twice or three times a week she begs the District Attorney to consent to a pardon for her husband or a commutation of his sentence. The women are great for that. Let one of their men get into trouble and they never cease trying to aid him in some way.

Out of the tangle comes a man swinging along and maybe whistling a tune from the latest comic opera. You've seen his picture, but you are not sure. His shoulders are thrown back, leaving

a dent down the spine. As he turns into another court, you ask a man in uniform who he is. "That's Jerome." you are told shortly. The answer is intended for a rebuke for a

person who knows so little Before Jerome is out of your mind you gaze in wonder on a big man with the face of a Bishop. Everybody stops him and he moves a foot a minute. Nothing seems to

worry him. "That's Tom Foley, Tammany district leader." you are told. If you listen you will hear that "Tom has more contracts to fill

than any Tammany leader in the city." An undersized, weazened man, whose top hat doesn't conceal all his bald head, gets a nod here and there, but it isn't like old times. Once he was looked up to as a lawyer good to know. Now he is shunned to a great extent. He has been in trouble, convicted of a crime, so it is just as well not to have him on your

nodding list. Suddenly the police around the corridors spruce up. A wireless message has come from some place-from one of the entrances to the building probably-that the Police Commissioner is coming.

It is not a false alarm. He has an appointment with the District Attorney, and until he is out of the building the cops are

You lean over the railing and look from one of the upper floors on a surging, fighting crowd below. There is a cordon of police around a court room door, but even then they have trouble in keeping the crowd

back. Many women try to get in, but they are told that the Judge has barred them all. Two men wearing clothes of foreign make are esous-in. You are told that they are members of Parliament from treland.

They pass a Supreme Court Judge from Canada, not to say anything of a Judge or two from other parts of this country. What is the attraction? Nothing but the Thaw Your eye shifts and you see a body of solld looking men, about twenty, heading

for Part I. of General Sessions. Is it a visiting delegation or what? They're of some importance, that's sure. The court officers get busy "Make way for the Grand Jury," is the

Then you know. They are men who amount to something. Men and women have waited for their verdict with appre-

They are supposed to be repr amunity. One is a banker another is a publisher with big interanother a retired merchant, and so on.

They report to the Judge, handing up a batch of formidable looking papers-in dictments. Then they file out. Lawyers and their clerks anxiously inquire of the court clerk about the fate of their clients Some are indicted, others are not.

And so it goes on day after day. There is an insurance official, flanked by lawyers arraigned on a charge of misappropriating the money of the policyholders. A bank cashier, long unsuspected of being anything but a good Sunday school superintendent and a God fearing man, is accused of stealing hundresd of thousands of dollars from his bank.

An Alderman is brought in for bribery A merchant, whose reputation for integrity had been unquestioned, faces a charge of swindling creditors by filing false reports. All day long men and women file into

the District Attorney's office with complaints. Some have been robbed, others suspect they have been swindled. Many are sent away with the advice that theirs is a case for the civil courts. A lawyer is summoned to explain a queer

financial transaction with a client. Unless his record is unblemished the mere receipt of a summons to the District Attorney' office makes him squeamish. He shows perturbation, but puts on a bold front. On another floor, in a Coroner's court a jury is trying to determine whether a

poison. The jury disagrees and the Coroner discharges her from custody. Her children and relatives rush to her to congratulate her. She faints, and when she recovers a detective is standing by her He is sorry, but he has orders to arrest her again. Her case is to be taken

woman murdered her wealthy mother by

before the Grand Jury. So it is not hard to understand the state ment of your guide that "everybody gets to the Criminal Courts Building sooner or later." It may be a little exaggeration, but on the whole you feel that it is a fair

statement. You think you have seen it all and you start on. A reformed bank burglar passes you. He has dropped around to thank somebody who was kind to him when he

was in trouble. At the street door you bump into a former District Attorney and an ex-Governor of the State. They both have lucrative law practices and the business they have in the building is big. Right behind them

are two sisters of charity. The sisters are always in pairs, but one of them with a manner kindly and charitablethe badge of her calling-is a familiar figure around the courts. Everybody has respect and something akin to veneration

for her. "That's a fine woman." you are informed. pride in every tone of the man's voice "You never hear of her, but she does more good for unfortunates in trouble than any woman in the State., She is a Roman Catholic, but all creeds are alike to her when it means helping somebody. She is known to every official who has anything to do with criminals from the Governor down. Her word is taken on anything. She is

the angel of mercy for all prisoners." You are now on the street and across the way looms the Tombs, big and forbidding. But you have had enough of trouble -of those who suffer and those who profit

MANJAK.

Mines of This Peculiar Substance Found in Trinidad.

Manjak has been exported from the Barbados for years, but the recently developed Trinidad mines contain probably the largest deposits of this substance in the world.

what resembles coal. It is black, brittle and lustrous, but its composition, says Chambers's Journal, is very different from that of coal. It is, indeed, a very pure form of asphalt. Solid asphalt, as found in Trinidad,

supply, usually contains not more than 55 per cent. of bitumen, the remainder consisting of nearly equal proportions of mineral matter and water, but the liquid asphalt is wholly bitumen and oil. It is evident that the origin of manjak is this liquid asphalt from which, by natural

which is the chief source of the world's

evaporative processes, the liquid portions have been removed. It appears on the surface of the ground to a very small extent. but these appearances indicate the presence of larger deposits below. The two mines in Trinidad, which are adjacent to each other, and not more than a dozen miles from the far famed Pitch Lake, are now being worked to depths of about 200 feet. The underground deposits, though extensive, are not continuous.

but occur in seams like coal and are worked The uses for which such a substance as manjak is suitable are electrical insulation, waterproofing cloth or paper and the manufacture of superior black varnishes. It is said to be used for compositions sold as rubber substitutes; also as a paving material, but this is extremely unlikely, as

is too pure for such use.

Hitherto neither the demand nor supply has been very great, but the develop-ment of these two mines in Trinidad and the probable existence of other mines render it likely that this substantial addi-tion to the world's visible supply of manjak will considerably extend its present sph of utility and stimulate inventors to find new uses for it.

GOLD MINING NEAR HOME. Yellow Metal Panned Within Sight of Wash

Ington Monument Gold is mined within sight of Washing ton Monument. The heights around the capital are really a part of the Appalachian system and before the outbreak of the gold fever in California all the gold produced in the United States came out of the Appalachian mines.

Only the ores that contained free milling gold could be worked with the crude procsses then known, says the Technical World. Then, too, because of the presence subterranean streams, mining not be done at any great depth.

Nevertheless, gold mines are in profitable operation to-day in Maryland and southwestern Virginia, and these gold

veins, badly broken and disintegrated, are being worked down through the Caro-linas and into Georgia and Alabama. linas and into Georgia and Alabama.

There is not a ravine or gulch in the environs of Washington city where, if a man dig down to the gravel and black sand that lie over bed rock, he cannot, by panning, get a color. It has not been found in sufficient quantities to make placer mining attractive, though many men have washed out enough gold to have a ring or charm made.

a ring or charm made.

A few miles west of Washington a man may see several small mines, some in operation and some abandoned. Great areas of gold bearing rock have been uncovered or blocked out. Gold is obtained, but in many instances it has cost more to extract it than the gold was worth.

At present there is one mine in which extensive operations are being carried on, and though the operators do not talk for publication, the belief is general that they are making a good profit from the mine. There are thousands of tons ore in sight, and if you take a pound of the ore, crush it and wash it, a fair amount of gold is obtained. Much of the ore assays high, but getting the yellow stuff out in paying quantities is the problem.

BUSY DAY FOR RACETRACK FOL LOWERS WHO ARE BROKE.

Passes With Shipments of Horses Not a Easy a Graft as It Once Was-A Corrigan Horse With 27 Attendants-Sad Mistake Made by the Song Writers

"It would be the fun, right now, watching the trailers and down and outers at the winter tracks macing the live ones for the get East change," said a turfman who, contrary to his usual custom, sidestepped winter racing when the regular Eastern season closed last fall. "This is the time, with the petering out of the winter game, when the husked ones at the sub-tropical tracks are as busy as park cops on a summer night. Some old way or another they've got to make the sourry back this way on the polished vans, and the real hep ones don't wait till the last week of the winter meetings to do their boning.

"They're there with that beat 'em to i stuff and they plant their pipes before there is a general tightening up in the region of the kick on the part of those who've got the potential papers in their pantaloons. The wise ones know that during the last few days of a race meeting during the winter season all of the sentient and breathing ones with the price are prodded so often for the ride East coin that they begin to take the side streets and to prowl around in the shadowy corners of their hotels out of sheer fear of that hurry up gimme gimme thing. So these foxy ones who have learned by bitter experience on former occasions the foolishness of that procrastination thing are starting right now to make sure they'll be up this way when the bugle blows for the first Eastern race.

"It is going to be harder for the trailers this year on account of that no pass gag of the railroads. There used to be ways of snagging out passes - not easy ways, but ways. For example, some down and outer with \$4 left would buy himself a couple of badge horses for that money, scramble around for enough to ship the pair of gluey ones to the North and then camp on the trail of the railroad a traffic agent for passes or 'stable hands' to take care of the plugs n transit. I'm not saying that traffic agents were ever easy on the fall to this stuff. but they'd just get tired of being talked at by chinnists who never let go till they got omething in their hands and they would be willing to sign any old thing in the way of passes by the time the conversational ists got through with them."

'I once saw an 80 cent horse start from New Orleans for Jersey City with no less than fourteen of these 'stable hands.' each clutching a hard wrung pass, bunking along in the car hay with the skate, and when the train reached New Jersey the top worker of the gag pulled off a neat thing of it by selling the horse to a fish pedler for \$2.85, which meant coffee and cruller change for the outfit. "Others of the trailers at this time of the year begin to coo the owners of stables

that are pointed northward for bona fide

assignments as caretakers of the horses

on the ride up this way, and if owners and

trainers were to listen to all of this music every horse that leaves a winter track for the East would go with more attendants than any Nizam of Hyderabad. "When the husked ones can't fix it up this way they just tack on to the horse cars bound East anyway and con and bluff and fight the railroad folks all along the line. When Ed Corrigan shipped his old scamp Scintillant to the East from San Francisco three or four years ago the special car in which the rogue travelled carried twenty-seven of the boys who'd got their jolts at the California tracks and who, not being anywhere near with the price of the ride East, nevertheless couldn't see that thing of booting it across

the Sierras and the Rockies and the monotonous plains on the hither side thereof. So they just booked up with Scintillant on Scintillant's private car. That made a puzzle combination for the railroad people attached to that train. It didn't look good to them to try to chuck off twenty-seven peevish men who'd lost their pocket change and who were determined to get back to the Atlantic seaboard anyhow.

"At two or three points along the line of travel, however, they stopped the train and interceded with the local authorities to help them chuck the twenty-seven riders from Scintillant's special. But the municipal authorities at these points couldn't perceive it. They didn't want any twenty-seven desperate racing followers loose in their midst. So they refused to furnish help. Finally the conductor of the train telegraphed to his division superintendent to ask what he'd do with those people.

"'Let 'em ride,' the division superintendent wired back to the conductor, 'and

I'll send the bill to Ed Corrigan. "That was his little joke. If he ever did send any such bill to Corrigan I'd like to have a vignetted blueprint of that rugged Mick's map when he pulled the bill out of the envelope. The twenty-seven got back East with Scintillant all right, but I've noticed that they've all done their winter-

ing in New York ever since. "There are occasional foxy ones among those who swarm to the winter tracks at the windup of the Eastern racing seasonfellows who've been keelhauled once and who can't see any reason why they should hand themselves another wallop of the same kind.

"I saw one of this kind get over with profound play upon his arrival in San Francisco for the winter meeting there three years ago. He'd been obliged to beat his way back East the year before, being ditched at such untoward dumps as Mojave, Barstow, La Junta, Kansas City and so on, and it rankled within him to remember bow many times the bell cord had been yanked on him that time. He had the gongs on when he reached San Francisco three years ago after a prosperous season in New York, but he wasn't licking the paint off any rainbows. He knew that what had happened to him before was just as likely as not to happen to him again. So as soon as he reached the hotel in San Francisco he dug up George Rose, the bookmaker, staying at the same hotel, and handed George a large unsealed manilla envelope containing things.

" 'George,' said he to the layer, 'take a peek into that package." "Rose pulled the contents from the velope and spread the stuff on the table. The envelope contained a first class unlimited ticket from San Francisco to New York, good on the Overland Limiteds or any other old trains. Then there was a

Pullman ticket showing that a whole sec-

tion had been reserved on a Pullman car

three months in advance, entitling the

holder thereof to ride on it all the way from the Pacific to the Atlantic And besides there were two \$100 notes. " 'Say,' remarked Rose, recognizing the meaning of the stuff, 'don't ask me to hold this stuff for you, pal. I know you mean it as a compliment to my integrity and all

that, but you'll be bothering the devil out

of me to hand the junk back to you just

as soon as you go broke, and you'll traffing me around like a-"You keep it, if you want to oblige me cut in the deep one. "The only way they'll ditch me on my ride back to New York this year will be for them to run the train off the track. Supposing I do go broke and ask you for it back? Don't give it to me, that's all, until the day that Pul ticket is dated, no matter if I come at you with two half bricks and a handful of rad

pepper. I'll try not to ask for it." "Rose put the envelope away with his own stuff, and long before the San Francisco eason was over the cautious one vas all in. But he didn't pester Rose for the salted stuff, even when he was gnawing those four cent table d'hôte meals on the Barbary coast. He stuck it out, and on the day he'd set aside for the beginning of his jour-ney back East he turned up for the package and rolled back this way with the tinklers sounding, the eats and sleeps and everything else provided for. Not many of the pounders at the old game are wise en however, to do a thing of that sort and

stav with it. "A few years ago a couple of all in traifers tried to get out of New Orleans by writing and dedicating a song to a railroad that had it in its power to grease 'em up North. They spent an evening in their room hump over and fixing up the song, and the next morning they turned up at the New Orleans headquarters of the railroad. They flashed their song, which they called 'Riding Merrily Along on the O. & C., or something like that, on some humorist connected with the

office whom they first met up with. "Sounds fine, that bunch of words," said his one. 'Just wait a minute and I'll see

the boss and you can sing it for him." "Then he went into the next room." He came out in a minute and beckoned the two trailers into the room. A white haired, dignified looking old gentleman received them; without wasting any words, however. He invited them to draw up chairs and alt down. It looked pretty soft to them then. They told him that they'd sing the song they'd written and dedicated to the road, and he nodded to them to go ahead. Then they turned loose and bawled the song with great effect. The old gentleman watched them curiously. When they had finished he turned to his desk and started to write something-they figured it that he was scribbling those passes to New York. But what he wrote on a little pad, which he

passed to one of them, was this: "'Perhaps you would not be averse to stating your business with me in writing. T have been totally deaf ever since the dvil war.

"Then the pair of song writers came away from there. The old gentleman, who was the passenger agent of the road, wasn't deaf, but he'd had little gags like that song stuff pulled on him before, and his clerk had just thought of a new way out for the old man, that's all. "A favorite gag of the trailers at the

winter tracks as this stage of it is to shadow the live ones that break for the gambling joints after dinner at their hotels. They're hep to it that a racing man who, on top of a good day at the track, hits up a farobank and still continues to get by with the kale annexing thing is pretty liable to be mellowed up to the falling for it point by the time be cashes in, and they make their touches for the ride back change when things are framed up just this way with the live ones they've set out to touch at the gambling houses.

"On the very last day of a winter me hough, there are always some leftovers who are in such a desperate frame of mind when they see all of the live ones hiking for the trains with their bags in their hands that they'll put over schemes of the kind that One Eyed Connolly was famous for.

Orleans on the last day of the meeting few years ago. He had reached the gate leading to his train and had dropped his couple of bags to look through his pookets for his ticket to show the gateman when he was tackled from behind. Somebody threw both of his arms around Jimmie's shoulders and hung on like grim death. Jimmie peered around and saw that the ackler was a down and out follower of the game who hadn't had a minute's luck

for about four years. " 'Turn me loose,' said Jimmie to the man. 'Can't you see I'm trying to make a train?' "'I can't help that. Jimmie," the tackler. 'I gotta go with you.'

"'All right, you can,' said Jimmie. ne loose and show the man your ticket and come along.' "'But I ain't got no ticket, Jimmie, moaned the down and outer. 'Ain't got nothin'. And I gotta go with you.'

" 'Hey, there, damitall,' gasped McCaf-

ferty, 'leggo of me,' and he tried to shake

the poor devil off. But McCafferty's an ex-jockey and a slight man, and the other fellow hung on like a pup to a root. " 'I gotta go with you, Jim, that's all," repeated the trailer. "McCafferty looked around as if to o for a cop, but there wasn't any cop in sight, and McCafferty's pretty good hearted.

anyhow, and, in addition to that, he was getting the laugh from the bunch of racing men lining up at the gate behind him. "'Oh, hell.' said McCafferty, then, 'you can come with me if you've gotta,' and he raced back and bought the grateful trailer a ticket and Pullman passage and ke a ticket and Pullman passage and kept the desperate one in food and drink for the straight through ride to New York. That trailer was lucky, but all the live ones are

not Jimmie McCafferties." YANKEES KILL BUSINESS. But It's British Business -Englishmen Don's

See How We Do It. "I met an interesting man in the train a few days ago," writes the London correspondent of the Bellman. "He was just an ordinary bullet headed, half illiterate man, but he seemed to know his business, which was that of manager of a large parch ment works.

"The burden of his story was that his business was so dead that they did not know what to do with their works. And is was solely American competition that had "In the first place, so he said, he cannot get the skins, because the American buyers collar them all by wholesale before the sheep are killed. The skins of English sheep are bought on the flocks in the field:

those of imported sheep before the ani those of imported sneep perore the annual reach Liverpool and at prices which the Englishman cannot afford to pay.

"In spite of paying higher prices and in spite of ocean freights both ways the American manufacturer takes the skins. American manufacturer takes the skins to the United States and puts the finished product back on the English market, parchament and chamois leather and all sorts of things, at a price which the English manufacturer cannot speed

facturer cannot meet. "The American product, he said, was not as good as his, but it was good enough; and how the Yankee did it he was at a loss to comprehend. I asked him if he had been to America to see. He said he

going the next month.
"The incident of itself is trival, but it is only one of many which have come to light of late, the cumulative effect of which is compelling England, as sure as the rises, to establish a protective tariff. is not American competition that English manufacturer and the English public hate one-tenth so much as they hate the flooding of British markets with cheap goods from Germany. That is where the shoe really pinches."